

Message Text

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PAGE 01 STATE 217078
ORIGIN EB-08

INFO OCT-01 EA-12 ISO-00 COME-00 TRSE-00 OMB-01 XMB-04
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FM SECSTATE WASHDC
TO AMEMBASSY JAKARTA

UNCLAS STATE 217078

E.O. 11652: N/A

TAGS: EAIR, ID

SUBJECT: LOCKHEED L-100 SALE

REF: JAKARTA 10634

1. LOCKHEED REPS, GLENN SIMMONS AND R.E. HARRISON, VISITED DEPARTMENT AUGUST 24 TO BRIEF US ON POTENTIAL SALE OF L-100 TO GOI FOR TRANSMIGRATION PROGRAM.
2. BRIEFING PRIMARILY AMPLIFIED REPORT GIVEN REFTEL; WITH ADDITIONAL DETAILS PROVIDED ON DEMONSTRATION FLIGHTS. LOCKHEED INDICATED THEY FEEL VERY CONFIDENT ON TECHNICAL GROUNDS, AND THEY FEEL THAT DGCA WILL RECOMMEND THE L-100 OVER THE TRANSALL.
3. LOCKHEED INDICATED FINANCING WAS MAJOR CONCERN NOW, PARTICULARLY SINCE THEY HAVE HEARD UNCONFIRMED -REPORTS UNCLASSIFIED

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THAT FRENCH WILL OFFER LONG-TERM FINANCING AT LOW RATES FOR THE TRANSALL.

LOCKHEED STATED THAT THE LONDON FINANCING CITED REFTEL IS STILL ITS FROWT RUNNER. ANOTHER POSSIBILITY THEY INTEND EXPLORING IS THE WORLD BANK, WHICH THEY ALLEGE IS LOOKING

AT THE ENTIRE TRANSMIGRATION QUESTION WITH THE POSSIBILITY
OF OFFERING LONG-TERM FINANCING FOR IT.

4. HARRISON STATED THAT HE AND ED SHOCKLEY, LOCKHEED'S
DIRECTOR OF MARKETING, WILL BE VISITING JAKARTA IN LATE
SEPTEMBER - EARLY OCTOBER FOR POSSIBLE MEETINGS WITH
THE MINISTER OF COMMUNICATIONS AND POSSIBLY THE MINISTER
OF FINANCE RE THE SALE. BY THAT TIME, LOCKHEED MAY
HAVE ITS FINANCING PACKAGE PUT TOGETHER.

5. ACTION REQUESTED: EMBASSY REQUESTED ASSESS CURRENT
LEVEL AND NATURE OF OFFICIAL FRENCH SUPPORT FOR TRANSALL.
WE WOULD BE PARTICULARLY INTERESTED IN ANYTHING EMBASSY
CAN REPORT ON FRENCH FINANCING PACKAGE.

ALSO, HAS GOI ANNOUNCED DECISION YET RE USING PLANES FOR
TRANSMIGRATION PROGRAM? CHRISTOPHER

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